

EXHIBIT 14



American Intellectual Property Law Association
Serving America's Legal and Creative Community

Report of the Economic Survey 2017

Prepared Under Direction of the
American Intellectual Property Law Association
Law Practice Management Committee

Donika P. Pentcheva, Chair
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June 2017

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AIPLA Law Practice Management 2017 Economic Survey Participants

**We would like to thank those who helped put together and review
this year's AIPLA Economic Survey:**

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Frank Gerratana: Fish & Richardson, PC – Vice Chair of LPM Committee and
Chair of Economic Survey Subcommittee

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Ariana Fleishman: PiVerse Inc.

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Megan Kirkegaard: ARI

Kristin Cleveland: Klarquist Sparkman, LLP

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Private Firm, Partner

Average hourly billing rate in 2016 (Q30)

Private Firm, Partner

		Average hourly billing rate in 2016						
		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		331	\$503	\$301	\$373	\$450	\$580	\$799
Years of Intellectual Property Law Experience	5-6	6	\$327	ISD	\$250	\$330	\$375	ISD
	7-9	11	\$382	\$256	\$300	\$350	\$445	\$690
	10-14	43	\$381	\$297	\$315	\$365	\$421	\$517
	15-24	131	\$498	\$321	\$375	\$450	\$600	\$750
	25-34	85	\$553	\$348	\$400	\$490	\$675	\$900
	35 or More	55	\$575	\$348	\$420	\$525	\$700	\$962
Location	Boston CMSA	13	\$632	\$295	\$410	\$700	\$800	\$994
	NYC CMSA	26	\$582	\$386	\$433	\$540	\$705	\$930
	Philadelphia CMSA	13	\$578	\$328	\$450	\$550	\$738	\$884
	Washington, DC CMSA	52	\$535	\$346	\$400	\$470	\$681	\$818
	Other East	12	\$397	\$250	\$350	\$390	\$483	\$528
	Metro Southeast	12	\$481	\$268	\$365	\$438	\$510	\$950
	Other Southeast	12	\$384	\$305	\$341	\$363	\$424	\$525
	Chicago CMSA	24	\$562	\$380	\$453	\$522	\$640	\$895
	Minne - St. Paul PMSA	13	\$484	\$280	\$358	\$425	\$598	\$763
	Other Central	70	\$398	\$290	\$320	\$378	\$446	\$593
	Texas	32	\$606	\$334	\$413	\$528	\$819	\$900
	Los Angeles CMSA	7	\$575	ISD	\$400	\$525	\$770	ISD
	San Francisco CMSA	13	\$634	\$401	\$478	\$525	\$798	\$1,022
	Other West	32	\$417	\$300	\$318	\$390	\$469	\$578
IP Technical Specialization (≥50%)	Biotechnology	19	\$551	\$285	\$370	\$420	\$750	\$950
	Chemical	28	\$433	\$299	\$350	\$420	\$500	\$630
	Computer Hardware	5	\$669	ISD	\$413	\$700	\$910	ISD
	Computer Software	33	\$493	\$309	\$353	\$450	\$535	\$783
	Electrical	25	\$518	\$318	\$350	\$450	\$673	\$840
	Mechanical	71	\$446	\$303	\$350	\$400	\$513	\$634
	Medical/ Health Care	15	\$450	\$298	\$380	\$400	\$550	\$564
	Pharmaceutical	9	\$786	ISD	\$500	\$900	\$1,025	ISD
Age	Younger than 35	3	\$367	ISD	ISD	\$350	ISD	ISD
	35-39	22	\$354	\$250	\$300	\$348	\$405	\$457
	40-44	37	\$471	\$299	\$335	\$390	\$600	\$750
	45-49	52	\$474	\$300	\$350	\$423	\$528	\$791
	50-54	84	\$490	\$315	\$390	\$450	\$550	\$785
	55-59	52	\$535	\$344	\$389	\$478	\$593	\$900
	60 or Older	79	\$573	\$373	\$420	\$525	\$700	\$950
Gender	Male	284	\$504	\$315	\$375	\$450	\$575	\$790
	Female	43	\$485	\$300	\$330	\$425	\$605	\$846
Highest Non-Law Degree	Bachelor's Degree	219	\$495	\$310	\$365	\$440	\$565	\$795
	Master's Degree	69	\$542	\$300	\$398	\$500	\$690	\$850
	Doctorate Degree	29	\$481	\$300	\$340	\$450	\$600	\$785
Ethnicity	White/Caucasian	293	\$503	\$300	\$374	\$450	\$578	\$800
	Hispanic/Latino	6	\$486	ISD	\$303	\$483	\$668	ISD
	Asian/Pacific Islander	14	\$533	\$325	\$393	\$505	\$620	\$848
	Other	5	\$516	ISD	\$333	\$375	\$770	ISD
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	33	\$380	\$250	\$300	\$350	\$410	\$530
	3-5	59	\$414	\$300	\$360	\$390	\$450	\$535
	6-10	46	\$446	\$300	\$350	\$425	\$531	\$604
	11-25	67	\$447	\$300	\$350	\$400	\$500	\$604
	26-50	38	\$517	\$314	\$418	\$495	\$568	\$754
	51-100	46	\$622	\$379	\$450	\$568	\$789	\$950
	101-150	18	\$634	\$401	\$475	\$615	\$756	\$853
	More than 150	20	\$837	\$603	\$669	\$825	\$984	\$1,095

Average hourly billing rate in 2016 (Q30)

Private Firm, Associate

		Average hourly billing rate in 2016						
		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		186	\$386	\$225	\$274	\$340	\$475	\$606
Years of Intellectual Property Law Experience	Fewer than 5	39	\$314	\$205	\$250	\$280	\$360	\$525
	5-6	32	\$312	\$220	\$246	\$278	\$339	\$509
	7-9	36	\$442	\$273	\$325	\$378	\$578	\$685
	10-14	30	\$377	\$250	\$274	\$343	\$424	\$618
	15-24	29	\$439	\$300	\$323	\$450	\$498	\$650
	25-34	11	\$485	\$269	\$375	\$480	\$575	\$800
	35 or More	5	\$601	ISD	\$418	\$640	\$765	ISD
Location	Boston CMSA	14	\$479	\$235	\$321	\$505	\$593	\$738
	NYC CMSA	14	\$461	\$205	\$316	\$413	\$610	\$775
	Philadelphia CMSA	3	\$338	ISD	ISD	\$340	ISD	ISD
	Washington, DC CMSA	37	\$452	\$278	\$323	\$400	\$555	\$700
	Other East	10	\$334	\$205	\$288	\$325	\$389	\$487
	Metro Southeast	8	\$343	ISD	\$269	\$343	\$369	ISD
	Other Southeast	4	\$300	ISD	\$228	\$316	\$358	ISD
	Chicago CMSA	7	\$351	ISD	\$275	\$310	\$475	ISD
	Minne.-St. Paul PMSA	10	\$294	\$165	\$239	\$270	\$351	\$466
	Other Central	33	\$283	\$215	\$233	\$260	\$316	\$387
	Texas	12	\$435	\$253	\$328	\$415	\$565	\$682
	Los Angeles CMSA	5	\$412	ISD	\$320	\$370	\$525	ISD
	San Francisco CMSA	4	\$476	ISD	\$413	\$488	\$529	ISD
	Other West	25	\$385	\$223	\$250	\$365	\$475	\$632
IP Technical Specialization (≥50%)	Biotechnology	8	\$496	ISD	\$364	\$468	\$656	ISD
	Chemical	16	\$326	\$216	\$231	\$313	\$344	\$516
	Computer Hardware	4	\$366	ISD	\$249	\$310	\$540	ISD
	Computer Software	30	\$385	\$223	\$271	\$358	\$464	\$569
	Electrical	15	\$355	\$209	\$260	\$325	\$400	\$560
	Mechanical	48	\$334	\$220	\$250	\$333	\$400	\$475
	Medical/ Health Care	5	\$379	ISD	\$250	\$375	\$510	ISD
Age	Pharmaceutical	9	\$424	ISD	\$283	\$380	\$570	ISD
	Younger than 35	41	\$317	\$201	\$243	\$300	\$355	\$519
	35-39	55	\$387	\$226	\$260	\$335	\$505	\$632
	40-44	27	\$374	\$222	\$260	\$325	\$470	\$650
	45-49	24	\$397	\$225	\$311	\$393	\$490	\$575
	50-54	11	\$421	\$317	\$325	\$340	\$455	\$792
	55-59	11	\$439	\$242	\$300	\$450	\$575	\$670
Gender	60 or Older	15	\$506	\$307	\$375	\$475	\$640	\$788
	Male	146	\$385	\$240	\$275	\$340	\$463	\$600
Highest Non-Law Degree	Female	38	\$388	\$200	\$250	\$350	\$504	\$651
	Bachelor's Degree	115	\$380	\$220	\$260	\$325	\$475	\$608
Ethnicity	Master's Degree	52	\$387	\$240	\$285	\$350	\$450	\$629
	Doctorate Degree	15	\$425	\$238	\$315	\$375	\$565	\$663
	White/Caucasian	157	\$379	\$240	\$275	\$335	\$458	\$600
	Asian/Pacific Islander	13	\$454	\$205	\$298	\$460	\$593	\$665
	Blended	3	\$498	ISD	ISD	\$400	ISD	ISD
Full-time Intellectual Property lawyers and agents in the firm or corporation	Other	3	\$258	ISD	ISD	\$225	ISD	ISD
	1-2	5	\$241	ISD	\$197	\$225	\$293	ISD
	3-5	13	\$377	\$220	\$250	\$380	\$475	\$552
	6-10	22	\$314	\$210	\$250	\$313	\$353	\$435
	11-25	36	\$350	\$224	\$253	\$318	\$400	\$551
	26-50	35	\$381	\$240	\$290	\$340	\$425	\$605
	51-100	30	\$440	\$260	\$314	\$430	\$516	\$673
	101-150	22	\$360	\$263	\$275	\$333	\$419	\$558
More than 150		18	\$554	\$318	\$449	\$583	\$658	\$733